

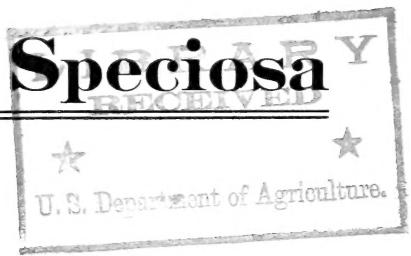
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1911?

Catalpa Speciosa



Cooper & Rogers

Nurserymen

Winfield, - - - Kansas

Catalpa Speciosa Seedlings

There is no other variety of forest tree seedling that is now receiving the attention that the *Catalpa Speciosa* is, and a little study on the subject will readily explain why. As an all-around wood, *Catalpa Speciosa* has no equal, and in the following list we mention part of the reasons why this is the case.

Experts tell us that by 1920 the American forests will be exterminated. The *Catalpa* is the only valuable tree that will mature by that time.

It grows in practically any soil, though of course like any other tree or crop, the better the soil in which it is planted, the better the results.

It is easily cared for and but little expense is necessary during its growth.

Catalpa is the most durable wood known.

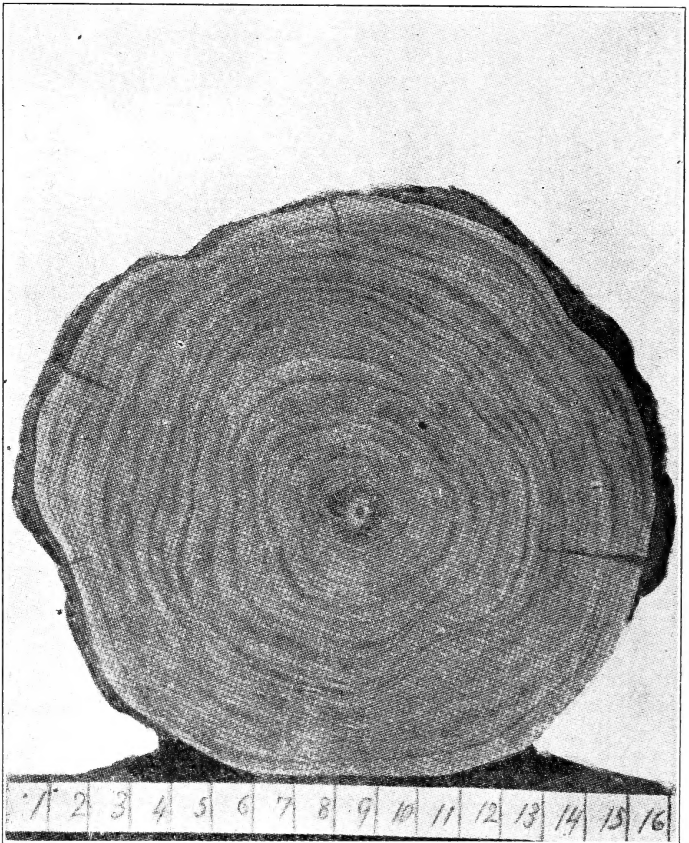
Railroad ties made of this lumber have lasted for 50 years.

Fine for telegraph and telephone poles.

Makes magnificent veneers, and is superior to oak for furniture.

Is lighter than pine; stronger than oak, and tougher than hickory.

Does not warp, and neither shrinks nor swells.



Cross-section of *Catalpa*.

Is best for wood pulp and book paper.

Immense yield per acre.

The very best for building material.

Equals walnut for carving.

Makes the very best fence posts and mine timbers, and is ideal for shingles.

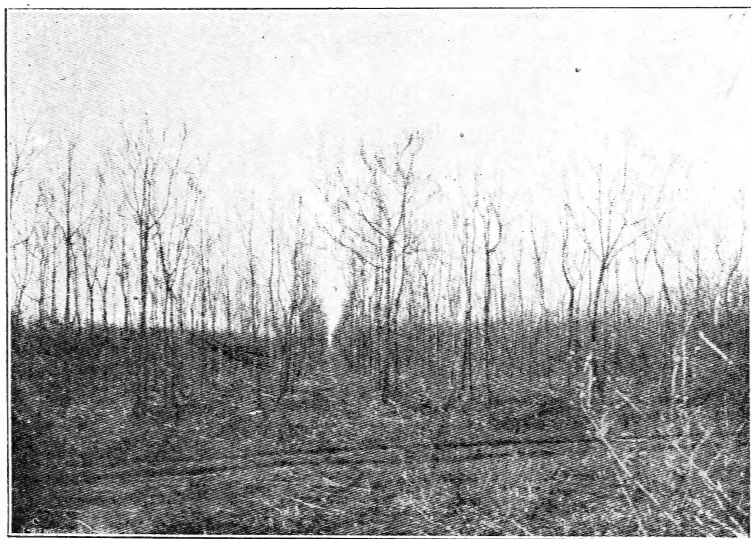
Cannot be surpassed for interior house finishings, as the grain is beautiful and it will take a fine polish.

Nothing is better for plow beams and handles, or for use in making any sort of agricultural implements. Equal to anything for use in car building, and in fact for any use requiring extremely strong and durable wood.

Once planted it becomes a perpetual forest, for as soon as one crop of poles and posts are cut off, new growth immediately start from the roots and in a few years the second crop is ready.

The Catalpa has less insect enemies than any other tree and fewer diseases. It makes a quick growth for a wind break or makes a desirable shade tree, and the wood is well suited for practically all uses for which any kind of wood is adapted.

PLANT NOTHING BUT THE PURE CATALPA SPECIOSA:—Before going farther we wish to take up the point of variety. There is no variety of Catalpa that is profitable to plant but the Speciosa. There are a number of varieties of "scrub catalpa" that are absolutely worthless from a commercial standpoint as they never gain sufficient size to be of value and they are slow to mature, crooked, and in all ways practically worthless. Whether you buy of us or not, do not under any circumstances buy and plant any variety of Catalpa except the Speciosa. The Catalpa we are offering for sale are



Yaggy Forest—Three-year old sprouts growing from roots five years old from the nursery.

Growth cut back two years after setting,
forming clean, straight trunks
as a result.

the absolutely pure *Speciosa*. We know where every pound of our seed came from, and positively know that they are the *Catalpa Speciosa*. Don't take chances on getting scrub stock because someone offers you a low price. Quality in *Catalpa* is more important than in anything else you will buy, for you cannot afford to wait from eight to ten years for a grove to come on and mature, and then find you have nothing but scrub varieties. Remember we have the Pure *Speciosa*, and will convince you of this fact if you will give us the opportunity.

P. H. ALBRIGHT & CO.

Winfield, Kansas, August 8, 1910.

Cooper & Rogers,

Winfield, Kansas,

Gentlemen:

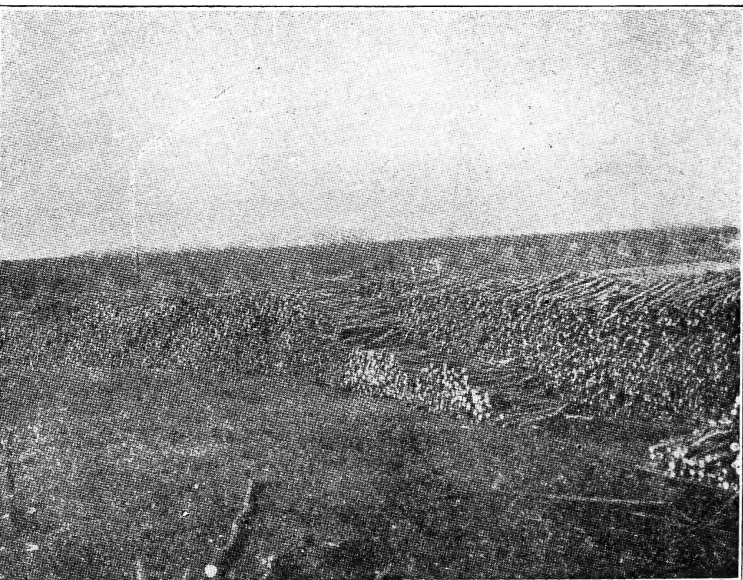
Regarding *Catalpa* trees purchased from you under contract of last year, I have to say, that so far, they have proven satisfactory. They were vigorous and of good size and have made a fine growth.

Yours truly,

P. H. ALBRIGHT.

The above letter refers to an order of 300,000 *Catalpa Speciosa* which we sold to Mr. Albright in the fall of 1909.

CATALPA FOR PROFIT.—There is no investment that will pay as good or as sure returns as a few acres of fairly good land planted to *Catalpa*. On an acre, according to the quality of the land, is planted from 1000 to 2000 seedlings. These are allowed to grow for a year after planting, and are then cut off a little above the ground. A new top immediately starts from the root, and the root being now a year older than the top,



Yaggy Forest—Catalpa posts piled for shipment.
Two tiers 8 feet high and 175 feet long.

forces up a straight, smooth tree, and one that will make an exceptionally fast growth. (Some planters prefer to let the seedlings grow for two years after planting before cutting them back to the ground, and either plan is entirely successful.) In from five to eight years, according to the quality of the soil, the trees are of sufficient size for fence posts, each tree making at least two posts. If it is the intention to grow the trees to sufficient size for telephone poles and railroad ties, it will of course be necessary to let them stand longer, but the scarcity of good post timber makes the Catalpa a very profitable crop for that purpose.

POTTER & POTTER.

Furniture, Carpets and Undertaking.

Harper, Kansas, March 19, 1910.

Cooper & Rogers, Winfield, Kansas,
Gentlemen:

Catalpa speciosa arrived in fine shape and are well pleased. They are the best trees I ever saw.

We have been buying catalpa each year for five years. Sometimes 20,000 at a time and these trees are by far the best of any we ever bought. Am sending another order.

Very respectfully,
JOHN B. POTTER.



One-year-old sprout from an old root of *Catalpa Speciosa*.

FIGURE IT YOURSELF:—Suppose you were to make a plant of Catalpa on land of just fair quality and instead of planting real close, only set your trees 4x8 feet; the rows eight feet apart and the trees four feet in the row. This would take 1361 trees per acre. Say it takes the full eight years to grow these to sufficient size for two fence posts per tree, you could then take off about 2700 posts to the acre, and these posts, being equal to hedge and other good posts, will sell for at least 15 cents each, and in all probability will sell for much more than that eight years hence. This would make an income per acre of \$405.00, or a little over \$50.00 per acre for each acre. The cost of trees, planting, and caring for the same for two years, while it is necessary to cultivate them, is estimated by various growers to be about \$3.00 per acre, per year, thus leaving a net profit of over \$47.00 per acre for each year. Is there any other use you can make of your land that will pay such returns?

The principal cost of a Catalpa grove is the first expense; the trees and planting the same. After this is done it is only necessary to cultivate them about two years, and during this time enough farm crops can be grown between the rows to pay for the cultivation. After about the second or third year, no further cultivation is necessary and all that should be done is a little pruning to keep any limbs from forming near the ground and prevent trees forking close to the ground.

THE NEWMAN DRY GOODS CO.

Arkansas City, Kansas, June 18, 1910.

Cooper & Rogers,

Winfield, Kansas,

Dear Sirs:—

The 50,000 Speciosa Catalpa trees we got of you this spring are doing finely notwithstanding the dry weather. One per cent will cover all loss by dieing.

We are very well pleased with results. Trees were larger than we expected to get.

I am, very truly,

A. A. NEWMAN.

NOT NECESSARY TO REPLANT.—Unlike other crops, it is not necessary to replant a Catalpa grove after cutting down. New shoots will at once start up from the roots, and will mature another crop of posts or poles considerably sooner than the first crop was grown, and with practically no expense. This fact alone is certainly worth your consideration.

If you have a field you can spare, there is certainly no better or more profitable use that it can be put to than to plant to Catalpa; or, if you can't spare a large piece of ground, is there not a few acres some place on your farm, for instance the corner the creek cuts off and that is hard to get to for regular farming, or the corner where the railroad cuts across, or that piece of land in the bottom that overflows every once in awhile—just the place for Catalpa, for the overflow won't

hurt the trees, and they will make a remarkable growth, or in fact any portion of your farm that you can spare, or that for any reason is unhandy to use for regular farming. Nearly every farm has some such place, and instead of that ground not bringing anything it had just as well pay you a good dividend. Many farm situated along rivers and creeks have parts that overflow, and there is no better place for Catalpa than this overflow portion. The trees will make a wonderful growth there and will prevent the land from washing, and instead of having your ordinary crops washed and drowned out every year or so, the overflow is working to your benefit. Below we give an account of the returns of a Catalpa grove in Greenwood County, Kansas, as published in the Winfield Daily Courier, March 11, 1909:

CATALPA PLANTATION.

Big Returns from a Greenwood County Poor Quarter.

In 1887 and 1888, says the El Dorado Republican, George M. Munger bought a quarter section of upland eight miles north of Eureka, Greenwood County, for \$1000, and planted 130 acres in Catalpa at a further cost of \$1,500, including the price of trees, breaking out, plowing and cultivation for two seasons. It was a poor class of soil with a large proportion of alkali spots, but after ten years growth he began to cut and in four years netted \$4,000 above the cost of cutting and handling. In 1903 he sold the farm to E. P. Riggle for \$16,000, thus making a net profit of \$17,500 on the whole transaction. The present owner has now cut and shipped the balance of the first growth. After deducting the purchase price and cost of cutting and handling, he has netted \$10,000 in these five years. Next year he will be able to begin cutting the second growth.

Besides the advantage of a sure and easy growth, the wood of the Catalpa is of better quality for fence posts than walnut and locust. Much of the material sold by E. P. Riggle went for fencing range pastures. A buyer said, when asked why he could not use some heavy split walnut posts that were offered him. "I haul these posts over seventy-five miles. I can load 200 of these little posts and haul them with my team. Of the walnut I can only load seventy-five and then it takes two teams to haul them." Regarding the comparative strength of the two kinds of posts, another buyer explained as follows: "We can't build a fence strong enough to hold cattle on a stampede, anyway, and catalpa posts will hold them as well as any when they are not stamped-ing."

The trees are planted as yearlings, four feet apart, making 2300 to the acre. They are left alone for twelve months and then cut clean off at the ground level. After this there is nothing to be done, but wait eight years, when they will be ready to cut for market. The close planting

makes a straight growth and under the shade of the broad leaves the unnecessary shoots die off.

The following list shows the proportion of posts and telegraph poles cut by G. M. Munger and E. P. Riggle on the Catalpa plantation. The posts are graded in thickness varying from two and one-half to five inches.

First grade posts	8017
Second grade posts	102700
Third grade posts	133770
Fourth grade posts	142480
Fifth grade posts	48750
Telegraph poles	19045

Total	454762
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The average price received for each post was just under seven and one-half cents; the cost of cutting, one cent, and of hauling one-half cent, thus netting about six cents a post, or about \$27,-285 on the whole crop.

There are two other successful Catalpa plantations in Kansas—the Yaggi plantation at Hutchinson and the Hunnewell at Farlington.

Winfield, Kansas, August 8, 1910.

Messrs. Cooper & Rogers,

Winfield, Kansas.

Gentlemen:

In the fall of 1909 and spring of 1910, while foreman for P. H. Albright & Co., I had charge of planting 150,000 Catalpa Speciosa seedlings furnished by your firm. I have had charge of planting several hundred acres of Catalpa, but the seedlings furnished by you were without question the finest I ever handled, being exceedingly strong, well graded, healthy and vigorous plants in all respects, and there were practically none that failed to grow.

I have had considerable experience with Catalpa and recommend them highly for overflow land, as the water does them little or no damage, and that class of land being especially rich, they make a wonderful growth. One summer a large number of our Catalpa stood in water for six weeks, and came through with practically no injury.

Respectfully,
J. D. HENDERSON.

IN CONCLUSION:—We desire to again impress you with the fact that you cannot afford to plant anything but the Absolutely Pure Catalpa Speciosa, and as stated before, we have them, and can convince you of that fact if you will give us the opportunity. If you are interested in this matter we wish to get in touch with you, for we have the goods, and our prices, quality considered, are as reasonable as any other reliable grower.

Cooper & Rogers

WINFIELD,

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KANSAS